

Message Text

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PAGE 01 FRANKF 02045 270911Z

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ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 MC-02 /022 W

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R 270857Z MAR 75

FM AMCONSUL FRANKFURT

TO SECSTATE WASHDC 9731

INFO AMEMBASSY BONN

UNCLAS FRANKFURT 2045

E.O. 11652: NA

TAGS: BEXP, GW

SUBJECT: TRADE OPPORTUNITY: SPECIALIZED COMPUTER PARTS

SUMMARY: GERMAN FIRM SEEKS SPECIALIZED COMPUTER PERIPHERAL PARTS FROM FORRO PRECISION, A CALIFORNIA FIRM, OR ANY OTHER U.S. SUPPLIERS. END OF SUMMARY.

1. MR. STICKLER, OWNER OF COMPUTER SYSTEMS AND ZUBEHOER IN 6520 WORMS 26, NEUBACHSTRASSE 16, VISITED POST AND EXPLAINED THAT CONTINUING OPERATIONS OF HIS FIRM DEPEND UPON PURCHASES OF SPECIALIZED COMPUTER PERIPHERAL PARTS. HE KNOWS OF ONLY ONE U.S. MANUFACTURER: FORRO PRECISION, 21200 ERWIN ST., WOODLAND HILLS, CALIFORNIA 91364.

2. THE NEEDED PARTS ARE: HUB ADAPTERS, CLAMP RINGS AND DRAW PLATES FOR IBM 5440 AND 2315 MAGNETIC DISCES AND DISC PACKS.

3. UNTIL RECENTLY, STICKLER HAS BOUGHT THESE PARTS FROM A SUPPLIERS IN THE NETHERLANDS. THIS SUPPLIER HAS REPORTEDLY INCREASED HIS PRICES BY 300 PERCENT, AND STICKLER MUST FIND ANOTHER SOURCE IN ORDER TO STAY IN BUSINESS.

4. STICKLER WROTE TO FORRO IN JANUARY 1975. HAVING RECEIVED NO ANSWER, HE SENT A TRIAL ORDER FOR EQUIPMENT VALUED AT DM 3,000. TO DATE, HE STILL HAS RECEIVED NO ANSWER FROM FORRO.

5. COMMERCE IS REQUESTED TO CONTACT FORRO AND SEE IF THEY

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WILL REPLY TO STICKLER. IN THE EVENT THAT FORRO WILL NOT

RESPOND, COMMERCE IS REQUESTED TO CONTACT ANY OTHER U.S.
SUPPLIERS AND ENCOURAGE THEM TO REPLY TO THIS TRADE
OPPORTUNITY.HARLAN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 27 MAR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975FRANKF02045
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750107-0763
From: FRANKFURT
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750311/aaaaajcv.tel
Line Count: 64
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: hartledg
Review Comment: n/a
Review Content Flags:
Review Date: 19 JUN 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <19 JUN 2003 by RuthemTJ>; APPROVED <02 MAR 2004 by hartledg>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: TRADE OPPORTUNITY: SPECIALIZED COMPUTER PARTS SUMMARY: GERMAN FIRM SEEKS SPECIALIZED COMPUTER PERIPHERAL
TAGS: BEXP, GE
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006